

## How to Use the Dental Supplies, Equipment, and Related Services Contract

<b>Contract #:</b> HSP31	<b>Contract Duration:</b> 01/01/10 to 12/31/13
<b>MMARS #:</b> HSP31*	<b>Options to renew:</b> None
<b>Contract Manager:</b> Peter Etzel 617-720-3397 <a href="mailto:peter.etzel@state.ma.us">peter.etzel@state.ma.us</a>	
<b>This contract contains:</b> Supplier Diversity Office SDO Contractors & Prompt Payment Discount (PPD)	
<b>Last change date:</b> 12/27/12	

### Contract Summary

This contract covers all equipment, supplies, accessories, and related services used in the practice of dentistry. The products and services available include:

#### Category 1 – General Dental Equipment, Supplies, and Accessories

- dental instruments
- asepsis and infection control equipment, supplies, and accessories
- endodontic equipment, supplies, and accessories
- orthodontic equipment, supplies, and accessories
- preventive equipment, supplies, and accessories
- composites and accessories
- cements
- drill bits, burs and diamond tips
- rubber dams, supplies, and accessories
- impression materials, trays, and accessories
- X-ray supplies excluding film
- dental lab equipment, supplies, and accessories

#### Category 2 – Alloys, Anesthetics, and X-ray Film

#### Category 3 – Dental Office Supplies such as forms, charts, and records

#### Category 4 – Pharmaceuticals Related to Dentistry

#### Category 5 – Small Equipment air, electric, or battery powered such as headpieces, amalgamators, curing lights

#### Category 6 – Large Equipment, Furnishings, and Practice Management Systems such as dental chairs and x-ray machines including: related design planning, expansion assistance, installation and maintenance agreements

### Benefits and Cost Savings

- competitive discount off list price fixed for the life of the contract Categories 1-5
- competitive discount off list price for Category 6 manufacturers posted under Henry Schein on the contract Forms & Terms Tab
- free sample products when conducting product review or evaluation trials prior to purchase
- free in-service education on products and equipment
- expedited ordering with Henry Schein online ordering, for registered users
- vendors have local, regional, and national experience and exposure.

## Who Can Use This Contract?

**Applicable Procurement Law:** MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

**Eligible Entities:**

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required;
10. Other entities when designated in writing by the State Purchasing Agent.

## Pricing and Purchase Options

**Purchase Options:** Purchases made through this contract will be direct outright purchases.

**Contract Pricing:** To ensure contract pricing, orders should include reference to SWC HSP31. Be sure the vendor confirms your account number is linked to HSP31. For Purchasing Entities that use MMARS the Prompt Payment Discounts will automatically be taken by MMARS at the time of payment.

**Categories 1-5 Pricing:** The percentage discount off of list price on the contract Vendors tab is fixed until 12/31/13. The percentage discounts are used to establish the prices on the Mass State Net Price List published for each Vendor under the Vendor Tab on Comm-PASS. For items not on the MA State Net Price List, the Category % Discounts will be used to determine the Net Price of an item. A Vendor may always provide a lower price than the calculated Net Price to a Purchasing Entity.

The prices on the MA State Net Price Lists will be fixed for a calendar year. Each calendar year, a Vendor may apply the same category percent discounts to a current list price.

**Category 6 Pricing:** Henry Schein provided a Large Equipment % Discount List for certain manufacturers and items within Category 6, which is published under the Vendor Tab of the Contract on Comm-PASS. A detailed scope of work must be sent to Henry Schein to obtain a price quote.

## Additional Information

**Returns:** Items ordered in error in original packaging and in saleable condition may be returned for full credit if the vendor is notified within 20 calendar days of the delivery date. Wrongly shipped items may be returned for full credit.

**Delivery:** Normal shipping, including drop shipping, is free with no minimum for delivery to the purchasing entity within five (5) calendar days of receipt of the order.

For any order, a purchasing entity has the option of agreeing to special charges such as: an expedited (express or overnight) delivery, or other special handling. No hazmat fees, delivery fuel charges or fuel surcharges will be paid under this contract.

**Product Specifications:** All items sold under this contract must be compliant with all applicable Federal and

Commonwealth of Massachusetts laws and regulatory standards such as: FDA 21 CFR, OSHA, ADA, CRA, DOT, UL, NEMA, EPA or ASTM standards.

## Vendor List and Contract Information

The available contractors are listed by category below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), and Environmentally Preferable Products Program (EPP). The Prompt Pay Discount (PPD) is also listed.

Category 1 Vendors	Contact Name	Phone Numbers	Email	Program	PPD
<b>Door to Door Dental</b>	Paul Paisner	781-344-0010 Fax 781-344-0041	<a href="mailto:paulpher@comcast.net">paulpher@comcast.net</a>	SBPP, SDP	1%/30
<b>Henry Schein Dental</b>	Ann Hollis	800-651-2944 x4724 Fax 800-992-5054	<a href="mailto:annmarie.hollis@henryschein.com">annmarie.hollis@henryschein.com</a>	SDP	1%/10

Category 2-6 Vendor	Contact Name	Phone Numbers	Email	Program	PPD
<b>Henry Schein Dental</b>	Ann Hollis	800-651-2944 x4724 Fax 800-992-5054	<a href="mailto:annmarie.hollis@henryschein.com">annmarie.hollis@henryschein.com</a>	SDP	1%/10

## Strategic Sourcing Services Team Members

Christina Bodendorf	Western Massachusetts Hospital	<a href="mailto:christina.bodendorf@state.ma.us">christina.bodendorf@state.ma.us</a>
Kathleen Bouchard	Chelsea Soldiers Home	<a href="mailto:kbouchard@state.ma.us">kbouchard@state.ma.us</a>
Jennifer Fennell	Lemuel Shattuck Hospital	<a href="mailto:jennifer.fennell@state.ma.us">jennifer.fennell@state.ma.us</a>
Nancy Leonard	MA Hospital School	<a href="mailto:nancy.leonard@state.ma.us">nancy.leonard@state.ma.us</a>
Kathy Monahan	Holyoke Soldiers Home	<a href="mailto:kathy.monahan@state.ma.us">kathy.monahan@state.ma.us</a>
Kathy Rufo	Tewksbury State Hospital	<a href="mailto:kathy.rufo@state.ma.us">kathy.rufo@state.ma.us</a>

## Summary of Where to Obtain Important Contract Information

To obtain more contract information please go to the Comm-PASS ([www.comm-pass.com](http://www.comm-pass.com)) website, on the "Contracts" tab, in the Document Number box enter Document Number HSP31 (no spaces), click the "Search" button, the page looks almost the same – click on the underlined link "There are 1 Contract(s) found that match your search criteria", click on the eyeglasses to the right of the HSP31 information, click on the tab of interest, and click on the eyeglasses to the right of any information of interest.

Contract User Guide  
RFR HSP31

"Forms & Terms" tab  
"Forms & Terms" tab

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Category 2 Vendor Pricing Detail

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